

TRADE-T-SYSTEMSM

Four Step Virtual Transaction Flow Chart

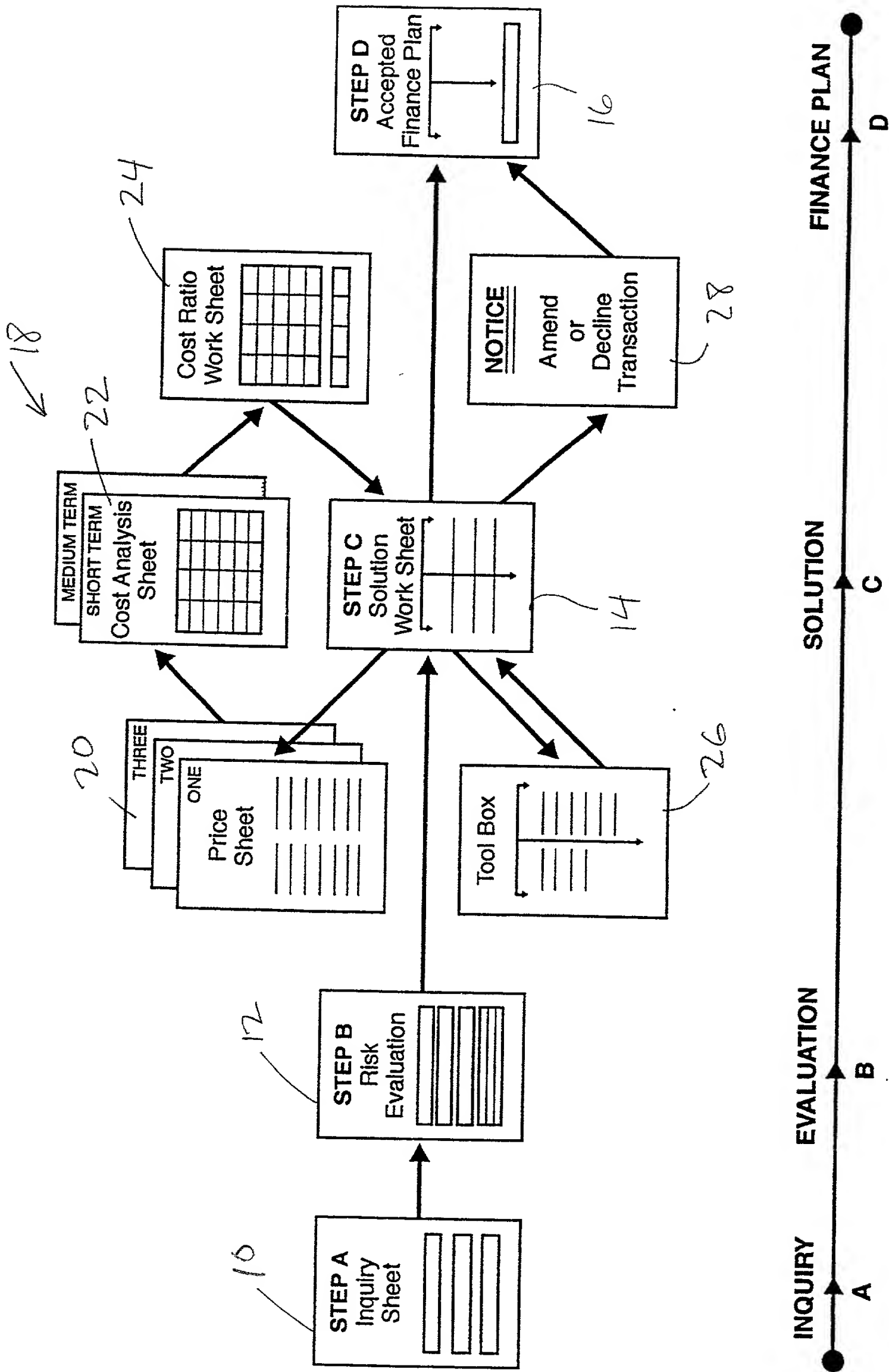


FIG. 1

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TRADE-T-SYSTEMSM
Transaction Inquiry Sheet

Step A

Time 10:00 am

Date 3/16/00

IDENTITY

Exporter/Customer Core Systems, Inc.
Address _____ Suite _____
City Mountain View State CA Zip _____
Phone _____ Fax _____ E-mail _____
Contact David Janssen Transaction No. 001

VALUES

Years in Business 8 Years in Exporting 8
Total Gross Sales \$ 3 million Domestic 10% International 90%
Gross Margin 35% Domestic 35% International 35%
Net Equity: Last Quarter \$ _____ Last Year \$ 500,000
Net Profits: Last Quarter \$ _____ Last Year \$ 150,000

TRANSACTION

Importer/Buyer Oil Company
Address _____ Suite _____
City Moscow State _____ Zip _____ Country Russia
Phone _____ Fax _____
Contact _____ E-mail _____
Transaction Amt \$ 3 million US incoterms FOB-SFO
No. of Shipments _____ 1-\$ _____ 2-\$ _____ 3-\$ _____
Description of Goods/Services core analysis equipment US Content 90%
Required Days (Manufacture/Procure) 18 mo. Estimated Ship Date _____
Sales Contract: Yes/No Purchase Order: Yes/No Proforma Invoice: Yes/No

PAYMENT

Payment Method: ☐ Cash in Advance
SHORT TERM ☒ Letter of Credit: Sight Usance No. Days _____
Issue Bank Moscow Bank
Amount \$ _____ Currency _____
Confirmed: Yes/No
Additional Terms _____
☐ Documentary Collection: Sight Draft/Time Draft
☐ Open Account Days _____
Credit Insurance: Yes/No Factored: Yes/No
MEDIUM TERM _____

FINANCE

Pre-Export Need \$ _____ No. of Days _____
Post-Export Need \$ _____ No. of Days _____

FIG. 2

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TRADE-T-SYSTEMSM
Risk Evaluation Sheet

Step B

Transaction Amt \$ _____

No. of Shipments _____

Transaction No. 001

	PRE-EXPORT	POST-EXPORT
1. TRANSACTION	Sales contract 18 mo. to ship	FOB - SFO Certificate of Inspection
2. PAYMENT		Letter of Credit (sight)
3. FINANCE		
EXPORT CREDIT RISKS:		
PERFORMANCE	SHIPMENT	PAYMENT
Performance Risk Notes: Experience with product In business 8 years Export for 8 years		
Shipment Risk Notes: FOB San Francisco Airport (SFO) Certificate of Inspection required		
Payment Risk Notes: Letter of Credit		

FIG. 3

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14a

TRADE-T-SYSTEMSM Solution Work Sheet

Step C

Transaction Amt \$ 1,000,000
No. of Shipments
Transaction No.

PRE-EXPORT		POST-EXPORT	
Purchase Order Date: <u> </u>			Final Payment Date: <u> </u>
Time	← No. Days <u>11</u> →	← No. Days <u>1</u> →	Total Days: <u> </u>
Incoterms			
Title Line*			
Tools: WCGP (Ex-Im, SBA, State)			
	Amt. \$ <u> </u> Disburse Rate <u> </u> %		
Structural Costs			Structural Total Costs: \$ <u> </u>
Transaction Costs			Transaction Total Costs: \$ <u> </u>
	Loan Amt \$ <u> </u>	Loan Amt \$ <u> </u>	Total Cost Ratio: <u> </u> %
	SHIPMENT	DATE	

FINAL RISK ASSESSMENT
Performance:

Shipment:

Payment:

* Title Line: OWNED NON-OWNED

FIG. 4

TRADE-T-SYSTEMSM
Financial Tool Box

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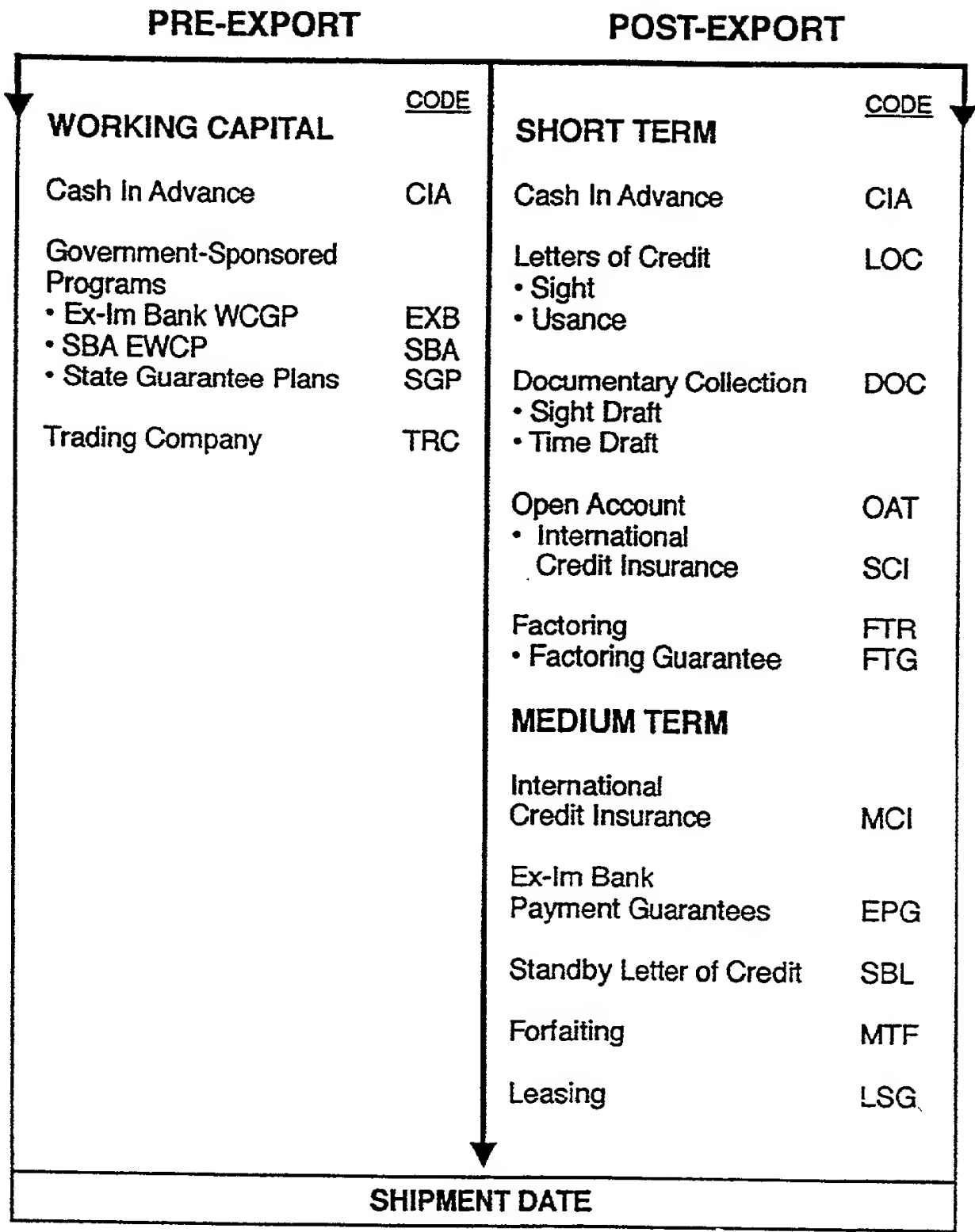


FIG. 5

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TRADE-T-SYSTEMSM
Tool Box Price Sheet

PAGE ONE

Date _____

Updated _____

Exporter/Customer: _____

PRE-EXPORT TOOLS	STRUCTURAL PRICE	TRANSACTION PRICE	LENDER REVENUE
FEDERAL PROGRAMS	\$	\$	\$
Ex-Im Bank WCGP			
Application Fee	_____	_____	_____
Guarantee Fee - Initial	_____	_____	_____
Guarantee Fee - Second Term	_____	_____	_____
SBA EWCP			
Application Fee	_____	_____	_____
Guarantee Fee - Initial	_____	_____	_____
Guarantee Fee - Second Term	_____	_____	_____
STATE PROGRAMS			
1. State: _____			
Application Fee	_____	_____	_____
Guarantee Fee - Initial	_____	_____	_____
Guarantee Fee - Second Term	_____	_____	_____
2. State: _____			
Application Fee	_____	_____	_____
Guarantee Fee - Initial	_____	_____	_____
Guarantee Fee - Second Term	_____	_____	_____
TRADING COMPANIES			
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____

FIG. 6

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TRADE-T-SYSTEMSM
Tool Box Price Sheet
(Continued)

PAGE TWO
Date _____
Updated _____

Exporter/Customer: _____

POST-EXPORT TOOLS: SHORT TERM	STRUCTURAL PRICE	TRANSACTION PRICE	LENDER REVENUE
LETTERS OF CREDIT	\$	\$	\$
Advising Fee	_____	_____	_____
Negotiating Fee	_____	_____	_____
Confirmation Fee	_____	_____	_____
Amendment Fee	_____	_____	_____
Discrepancy Fee	_____	_____	_____
Other: _____	_____	_____	_____
Other: _____	_____	_____	_____
Total	_____	_____	_____
DOCUMENTARY COLLECTION FEE			
Correspondent Bank: _____	_____	_____	_____
CREDIT INSURANCE			
1. Company: _____			
Deposit Premium	_____	_____	_____
Transaction Premium	_____	_____	_____
Rate per \$100 Invoice Amount: _____	_____	_____	_____
Type of Policy: _____	_____	_____	_____
2. Company: _____			
Deposit Premium	_____	_____	_____
Transaction Premium	_____	_____	_____
Rate per \$100 Invoice Amount: _____	_____	_____	_____
Type of Policy: _____	_____	_____	_____
FACTORING			
House: _____			
Factoring Guarantee Fee	_____	_____	_____
Factoring Transaction Fee	_____	_____	_____

FIG. 7

TRADE-T-SYSTEMSM

Tool Box Price Sheet

(Continued)

PAGE THREE

Date _____

Updated _____

Exporter/Customer: _____

POST-EXPORT TOOLS: MEDIUM TERM	STRUCTURAL PRICE	TRANSACTION PRICE	LENDER REVENUE
CREDIT INSURANCE POLICY Ex-Im Bank Medium Term Premium Country: _____ Rate per \$100 Invoice Amount: _____	\$ _____	\$ _____	\$ _____
PAYMENT GUARANTEE: EX-IM BANK Guarantee Fee Country: _____	_____	_____	_____
STANDBY LETTER OF CREDIT 1. Bank: _____ Rate: _____ 2. Bank: _____ Rate: _____	_____	_____	_____
FORFAITING 1. House: _____ Country: _____ Discount: _____ Fees: _____ <div style="text-align: right;">Total</div> 2. House: _____ Country: _____ Discount: _____ Fees: _____ <div style="text-align: right;">Total</div>	_____	_____	_____
LEASING Company: _____ Rate: _____ Fees: _____	_____	_____	_____

FIG. 8

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TRADE-T-SYSTEMSM
Cost Analysis Sheet
Short Term

Transaction Amt. \$ _____

No. of Shipments _____

Transaction No. _____

Exporter/Customer: _____

Importer/Buyer: _____

**STRUCTURAL
COSTS**

	EXPORTER COSTS		LENDER REVENUE	
	PRE	POST	PRE	POST
Application Fees	\$ _____	\$ _____	\$ _____	\$ _____
Working Capital Guarantee Fees	\$ _____	\$ _____	\$ _____	\$ _____
Initial Term Exp. Date: _____	\$ _____	\$ _____	\$ _____	\$ _____
Second Term Exp. Date: _____	\$ _____	\$ _____	\$ _____	\$ _____
Loan Origination Fees	\$ _____	\$ _____	\$ _____	\$ _____
Credit Insurance Deposit Premiums	\$ _____	\$ _____	\$ _____	\$ _____
Factoring Guarantee Fees	\$ _____	\$ _____	\$ _____	\$ _____
Other Fees: _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Structural Costs	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____		\$ _____	

**TRANSACTION
COSTS
Short Term**

Letters of Credit Fee	\$ _____	\$ _____	\$ _____	\$ _____
Documentary Collection Fee	\$ _____	\$ _____	\$ _____	\$ _____
Credit Insurance Trans. Premium	\$ _____	\$ _____	\$ _____	\$ _____
Rate per \$100 Invoice Amt: _____	\$ _____	\$ _____	\$ _____	\$ _____
Factoring Transaction Fee	\$ _____	\$ _____	\$ _____	\$ _____
Loan Disbursement Fee	\$ _____	\$ _____	\$ _____	\$ _____
Loan Interest Charges	\$ _____	\$ _____	\$ _____	\$ _____
Other Fees: _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Transaction Costs	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____		\$ _____	

**SHIPMENT
ALLOCATION
COSTS**

Shipment	Date	Amount				
1st	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2nd	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3rd	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Shipment Allocation Costs			\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)			\$ _____		\$ _____	

Total shipment allocation costs equal total transaction costs.

FIG. 9

TRADE-T-SYSTEMSM
Cost Ratio Work Sheet

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Total Structural Cost Amount

\$ _____

Period _____ To _____

Exporter/Customer: _____

	1	2	3	TOTAL
A. Transaction No.	_____	_____	_____	
B. Ship Date	_____	_____	_____	

EXPORTER COST

	PRE	POST	PRE	POST	PRE	POST	PRE	POST
C. Structural Cost Allocation	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
D. Transaction Cost:								
1st Shipment	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2nd Shipment	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3rd Shipment	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Trans. Costs	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
E. Transaction Amt.	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
F. Structural Cost Ratio (C ÷ E)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
G. Transaction Cost Ratio (D ÷ E)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
H. Total Cost Ratio (F + G)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
I. TOTAL (Pre + Post)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %

LENDER REVENUE

J. Structural Revenue	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
K. Transaction Rev.	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Revenue	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
L. TOTAL (Pre + Post)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
M. TOTAL REVENUE RATIO (L ÷ E)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %

FIG. 10

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TRADE-T-SYSTEMSM
Accepted Finance Plan

Step D

Date Accepted _____
Transaction No. _____
Transaction Amt. \$ _____

Exporter/Customer: _____
Importer/Buyer: _____

PRE-EXPORT		POST-EXPORT	
Purchase Order Documents			
TOOL: Action Steps			TOOL: Action Steps
TOOL: Action Steps			TOOL: Action Steps
LOAN AMOUNT: Action Steps	\$ _____	\$ _____	LOAN AMOUNT: Action Steps
SHIPMENT		DATE	

Shipment Documents: _____

EXPORTER/CUSTOMER FINANCIAL INFORMATION:

FIG. 11

TRADE-T-SYSTEMSM

Actual Loan/Collateral Journal

Guarantee Limit \$ _____
Disbursement Rate _____ %
Period _____ To _____

Exporter/Customer: _____

PRE-EXPORT WORKING CAPITAL LOANS						POST-EXPORT ACCOUNTS RECEIVABLE LOANS					
DATE	LOAN NO.	FINAL PAYMENT	LOAN AMOUNT	DATE	LOAN NO.	IMPORTER/BUYER	PYMT. CODE	FINAL PAYMENT	LOAN AMOUNT		
Transaction No.											
Shipments:											
1st											
2nd											
3rd											
Total Days Outstanding											
Transaction No.											
Shipments:											
1st											
2nd											
3rd											
Total Days Outstanding											
Transaction No.											
Shipments:											
1st											
2nd											
3rd											
Total Days Outstanding											

Fig. 12

TRADE-T-SYSTEMSM
Actual Transaction Cost Review Sheet
Short Term

Transaction Amt. \$ _____
 No. of Shipments _____
 Transaction No. _____

Exporter/Customer: _____
 Importer/Buyer: _____

STRUCTURAL COSTS

	EXPORTER COSTS		LENDER REVENUE	
	PRE	POST	PRE	POST
Application Fees	\$ _____	\$ _____	\$ _____	\$ _____
Working Capital Guarantee Fees	\$ _____	\$ _____	\$ _____	\$ _____
Initial Term Exp. Date _____	\$ _____	\$ _____	\$ _____	\$ _____
Second Term Exp. Date _____	\$ _____	\$ _____	\$ _____	\$ _____
Loan Origination Fees	\$ _____	\$ _____	\$ _____	\$ _____
Credit Insurance Deposit Premiums	\$ _____	\$ _____	\$ _____	\$ _____
Factoring Guarantee Fees	\$ _____	\$ _____	\$ _____	\$ _____
Other Fees: _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Structural Costs	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____		\$ _____	

TRANSACTION COSTS
Medium Term

Credit Insurance Premium	\$ _____	\$ _____	\$ _____	\$ _____
Ex-Im Payment Guarantee	\$ _____	\$ _____	\$ _____	\$ _____
Standby Letters of Credit	\$ _____	\$ _____	\$ _____	\$ _____
Forfeiting Charge	\$ _____	\$ _____	\$ _____	\$ _____
Lending Fees	\$ _____	\$ _____	\$ _____	\$ _____
Promissory Note Fees	\$ _____	\$ _____	\$ _____	\$ _____
Promissory Note Discount	\$ _____	\$ _____	\$ _____	\$ _____
Importer/Buyer Bill Back Charge (-)	(\$ _____)	(\$ _____)	(\$ _____)	(\$ _____)
Total Transaction Costs	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____		\$ _____	

SHIPMENT ALLOCATION COSTS

Shipment	Date	Amount				
1st	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2nd	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3rd	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Shipment Allocation Costs			\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)			\$ _____		\$ _____	

Total shipment allocation costs equal total transaction costs minus bill back charges.

FIG. 13

TRADE-T-SYSTEMSM
Actual Transaction Cost Review Sheet
Medium Term

Transaction Amt. \$ _____
 No. of Shipments _____
 Transaction No. _____

Exporter/Customer: _____
 Importer/Buyer: _____

STRUCTURAL COSTS

	EXPORTER COSTS		LENDER REVENUE	
	PRE	POST	PRE	POST
Application Fees	\$ _____	\$ _____	\$ _____	\$ _____
Working Capital Guarantee Fees	\$ _____	\$ _____	\$ _____	\$ _____
Initial Term Exp. Date: _____	\$ _____	\$ _____	\$ _____	\$ _____
Second Term Exp. Date: _____	\$ _____	\$ _____	\$ _____	\$ _____
Loan Origination Fees	\$ _____	\$ _____	\$ _____	\$ _____
Credit Insurance Deposit Premiums	\$ _____	\$ _____	\$ _____	\$ _____
Factoring Guarantee Fees	\$ _____	\$ _____	\$ _____	\$ _____
Other Fees: _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Structural Costs	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____		\$ _____	

TRANSACTION COSTS Short Term

Letters of Credit Fee	\$ _____	\$ _____	\$ _____	\$ _____
Documentary Collection Fee	\$ _____	\$ _____	\$ _____	\$ _____
Credit Insurance Trans. Premium	\$ _____	\$ _____	\$ _____	\$ _____
Rate per \$100 Invoice Amt: _____	\$ _____	\$ _____	\$ _____	\$ _____
Factoring Transaction Fee	\$ _____	\$ _____	\$ _____	\$ _____
Loan Disbursement Fee	\$ _____	\$ _____	\$ _____	\$ _____
Loan Interest Charges	\$ _____	\$ _____	\$ _____	\$ _____
Other Fees: _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Transaction Costs	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____		\$ _____	

SHIPMENT ALLOCATION COSTS

Shipment	Date	Amount				
1st	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2nd	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3rd	_____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Shipment Allocation Costs			\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)			\$ _____		\$ _____	

Total shipment allocation costs equal total transaction costs.

FIG. 14

TRADE-T-SYSTEMSM Actual Cost Ratio Comparison Sheet

Total Structural Cost Amount
\$ _____

Period _____ To _____

Exporter/Customer: _____

	1	2	TOTAL	TOTAL
A. Transaction No.	_____	_____	ACTUAL COSTS	VIRTUAL COSTS
B. Ship Date	_____	_____	AND REVENUE	AND REVENUE (Cost Ratio Work Sheet)

EXPORTER COST

	PRE	POST	PRE	POST	PRE	POST	PRE	POST
C. Structural Cost Allocation	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
D. Transaction Cost:								
1st Shipment	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2nd Shipment	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3rd Shipment	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Trans. Costs	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
TOTAL (Pre + Post)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
E. Transaction Amt.	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
F. Structural Cost Ratio (C ÷ E)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
G. Transaction Cost Ratio (D ÷ E)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
H. Total Cost Ratio (F + G)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %
I. TOTAL (Pre + Post)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %

LENDER REVENUE

J. Structural Revenue	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
K. Transaction Rev.	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Revenue	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
L. TOTAL (Pre + Post)	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
M. TOTAL REVENUE RATIO (L ÷ E)	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %	_____ %

FIG. 15

TRADE-T-SYSTEMSM **Actual Transaction Flow Chart**

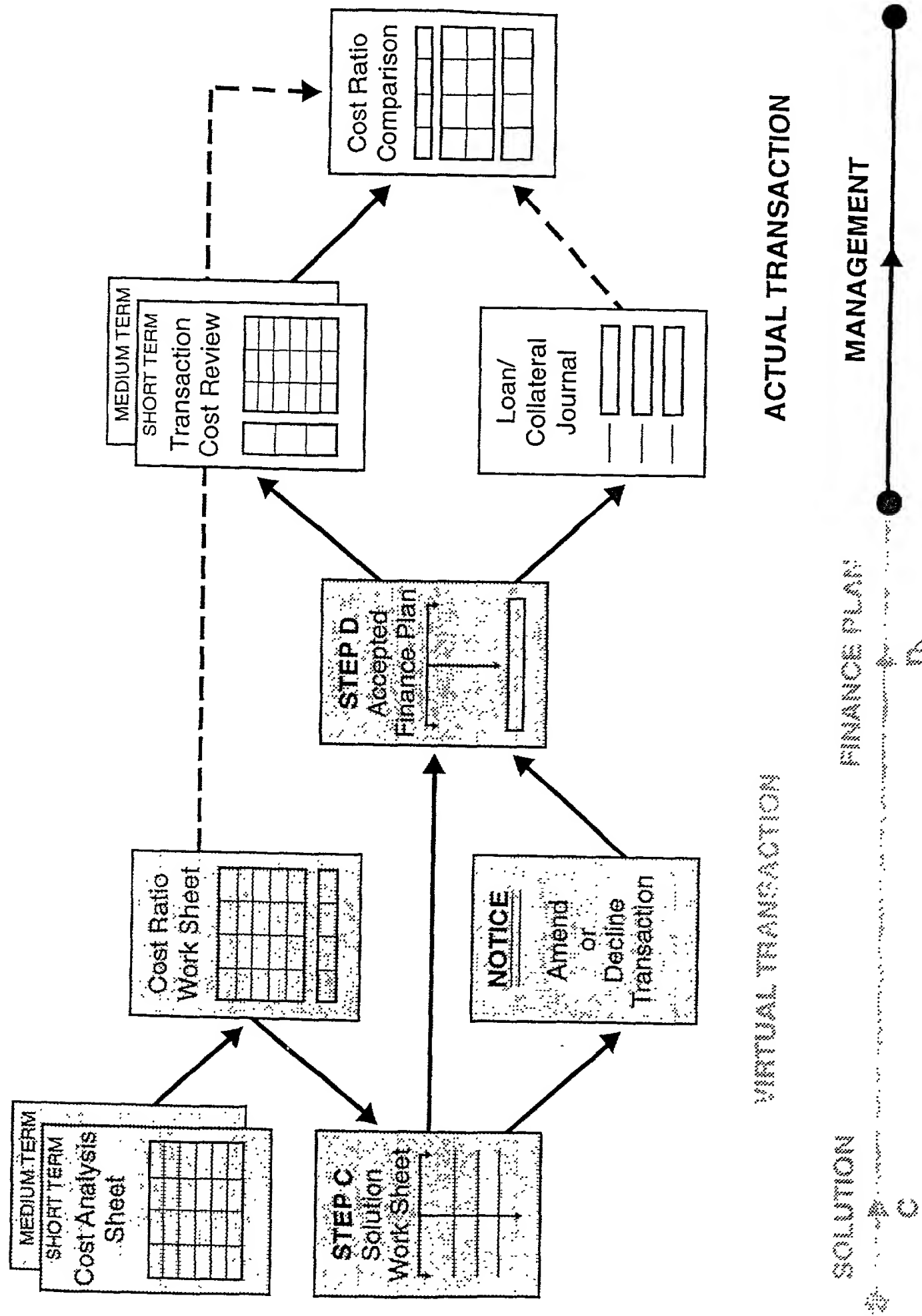


Fig. 16